RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

6899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

July 9, 1998

RJR Account #649920
Ms. T. Klimowski
TRIPIFOODS, INC.

SALEM TEAR TAPE PROMOTION #800438: AUGUST

Dear Terri:

Attached are **August** orders for *Salem .30¢ Tear Tape* product. No displays are required, as retailers will utilize displays they received with the July Salem Tear Tape distribution. Ship the number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. ***This product is being shipped @ .30¢ off-invoice.***

RJR will reimburse you **$4.75** per promoted 6M case for all displays packed and shipped to retail on a timely basis.

PARTNERS 'BONUS' REPORTING DESCRIPTION	S A L _ 9 8 _ . 3 0 / _ 1 P K _

See attached for additional promotional details. As always, thanks for your assistance in the marketing of our products.

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. M. Duszynski
L. Krawczyk
Enc. Retail Customer List
Wholesaler Packing Instructions

AUGSAL.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/jkgn0000

TRIPIFOODS, INC.

AUGUST DELIVERY
SALEM TEAR TAPE

UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM JULY PRODUCT DISTRIBUTION TO MEET AUGUST DISTRIBUTION AS NEEDED

PRODUCT PO # 072798

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	7
12300-24195	*Full Flavor 100*	6
12300-24196	*Light*	9
12300-24197	*Light 100*	6

PRODUCT / DISPLAYS ARRIVAL: JULY 27, 1998

SHIP DATE TO RETAIL: WEEK OF: AUGUST 10, 1998

EFT $ AMOUNT: $9,089.08

PACKING / SHIPPING PAYMENT $133.00
(28.00 (6M) promoted case(s) @ $4.75).

AUGUST Drive Period 808 / Promotion #800438

PROMOTION DESCRIPTION:

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER AS INDICATED ON THE ATTACHED CUSTOMER LIST.

RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY WHICH WAS SHIPPED WITH JULY PRODUCT DISTRIBUTION.

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Source: https://www.industrydocuments.ucsf.edu/docs/jkgn0000

Salem '98

30¢ Off Pack Promotion

NOW OFF-INVOICE

- **Available 2nd week of month, Salem King, LT King, FF 100's, LT 100's**
- **All displays/POS available for order in "eaches"**

40-PACK SHIPPER DISPLAY

item #541964

- **Small footprint**
- **Shipped pre-assembled with product and paster**
- **Price discount clearly communicated**

item #541970

- **Comes packed in shipper display**

SALEM '98 SNIPED PASTER

SALEM SNIPED PACK REPLICA POS

NEW FOR '98!

item #541973

- **Impactful 3-D pack replicas**
- **Designed to increase awareness in self-service and non self-service locations**
- **Must be ordered separately from shipper display**

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Source: https://www.industrydocuments.ucsf.edu/docs/jkgn0000

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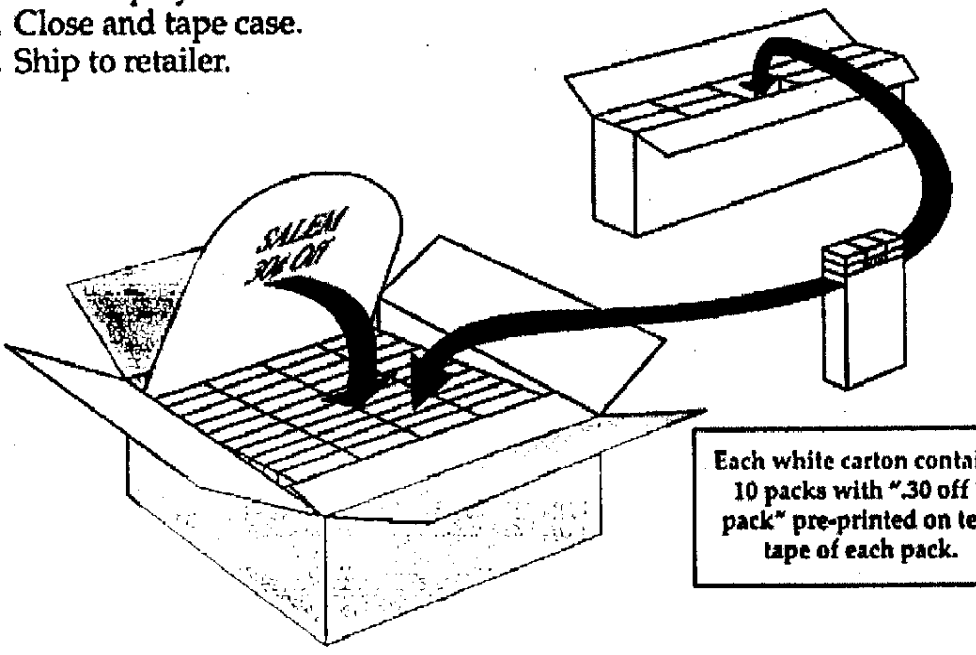
WHOLESALER PACKING INSTRUCTIONS

SALEM TEAR TAPE 3RD QTR '98

August SALEM 30¢ OFF 1 Pack Tear Tape

STEPS

1. Open SALEM 30¢ OFF 1 pack shipping case.
2. Place 40 packs of "tear tape" product in display.
3. Load 10 packs of same brand style in each row.
4. Fold display header card down.
5. Close and tape case.
6. Ship to retailer.



Each white carton contains 10 packs with ".30 off 1 pack" pre-printed on tear tape of each pack.

Item# 541964
MSA Promotion Reporting Description: SAL_98_.30/1_PK_

Brand Style	King	100	LT King	LT 100		
Number of Cartons	Ship Number As Indicated					

7
6/3/98

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Source: https://www.industrydocuments.ucsf.edu/docs/jkgn0000

RJ REYNOLDS

TOBACCO COMPANY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 10, 1998

STATE STAMPING

TRIPIFOODS
#649920

SALEM .30¢/ PACK TEAR TAPE

NUMBER OF CARTONS TO STAMP BY STATE

SALEM .30¢/ PK (6M)	NJ	NY	OH	PA	WV
KING	0	102	24	61	4
100	0	91	18	51	5
LT KING	0	128	34	103	9
LT 100	0	106	14	63	6

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Source: https://www.industrydocuments.ucsf.edu/docs/jkgn0000

TRIPIFOODS

AUGUST: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#807)

#/ CARTONS SALEM MEN KG / UPC #12300-24194

RETAIL DISTRIBUTION DATE: WK OF 8/10/98

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	29		4		25	
FARM FRESH	4	SEE LIST	6			2		4
K & K FOODMART	11	1	11		11			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
POCO MART	3	SEE LIST	2				2	
SHIPLEY	3	1	3				3	
XTRA MART/ MID VALLEY	35	SEE LIST	31		26		5	
INDEPENDENTS (AND SMALL CHAINS)	35	SEE LIST	81		31	24	26	
TOTALS	122		193	0	102	26	61	4

Source: https://www.industrydocuments.ucsf.edu/docs/jkgn0000

TRIPIFOODS

AUGUST: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#807)

#/ CARTONS SALEM MEN 100 / UPC #12300-24195

RETAIL DISTRIBUTION DATE: WK OF 8/10/98

GROUP	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL # CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	24		3		21	
FARM FRESH	4	SEE LIST	8			3		5
K & K FOODMART	11	1	11		11			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
POCO MART	3	SEE LIST	0					
SHIPLEY	3	1	3				3	
XTRA MART/ MID VALLEY	35	SEE LIST	33		26		7	
INDEPENDENTS (AND SMALL CHAINS)	35	SEE LIST	59		21	18	20	
TOTALS	122		168	0	91	21	51	5

Source: https://www.industrydocuments.ucsf.edu/docs/jkgn0000

TRIPIFOODS

AUGUST: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#807)

#/ CARTONS SALEM MEN LT KING / UPC #12300-24196

RETAIL DISTRIBUTION DATE: WK OF 8/10/98

GROUP	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL # CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	37		4		33	
FARM FRESH	4	SEE LIST	10			2		8
K & K FOODMART	11	1	11		11			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
POCO MART	3	SEE LIST	14				14	
SHIPLEY	3	1	3				3	
XTRA MART/ MID VALLEY	35	SEE LIST	65		56		9	
INDEPENDENTS (AND SMALL CHAINS)	35	SEE LIST	104		27	32	44	1
TOTALS	122		274	0	128	34	103	9

Source: https://www.industrydocuments.ucsf.edu/docs/jkgn0000

TRIPIFOODS

AUGUST: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#807)

#/ CARTONS SALEM MEN LT 100 / UPC #12300-24197

RETAIL DISTRIBUTION DATE: WK OF 8/10/98

GROUP	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NJ	NY	OH	PA	WV
ERIE PETRO	8	SEE LIST	36		5		31	
FARM FRESH	4	SEE LIST	8			2		6
K & K FOODMART	11	1	11		11			
KENYON VARIETY	7	1	7		7			
LAKE COUNTY	9	1	9		9			
PETRO USA	7	2	14		14			
POCO MART	3	SEE LIST	3				3	
SHIPLEY	3	1	3				3	
XTRA MART/ MID VALLEY	35	SEE LIST	43		36		7	
INDEPENDENTS (AND SMALL CHAINS)	35	SEE LIST	55		24	12	19	
TOTALS	122		189	0	106	14	63	6

Source: https://www.industrydocuments.ucsf.edu/docs/jkgn0000

TRIPIFOODS / AUGUST SALEM .30¢ TEAR TAPE PROMOTION #800438

RETAIL DISTRIBUTION DATE: AUGUST 10, 1998

#/ Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYL M85	M100	LT M85	LT M100	TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR#
1	25		1	1	1	0	3	SCALISE'S DELI	NORTH TONAWANDA	NY	162601	398953
2	54		1	1	1	1	4	N CHILI GROCERY	NORTH CHILI	NY	162602	268787
3	279		1	0	1	0	2	CARDS CORNER DAIRY	SYRACUSE	NY	162205	632691
4	450		8	6	4	7	25	GLEN GROCERY	WATKINS GLEN	NY	162605	269473
5	532		1	1	1	1	4	GUETTI MARKET INC	ROCHESTER	NY	162604	268827
6	711		1	1	1	1	4	JPS FARM MARKETS	HOLLEY	NY	162602	492193
7	854		2	2	2	2	8	JIM'S TRUCK STOP	CHEEKTOWAGA	NY	162602	583864
8	937		1	0	2	1	4	COUNTRY STORE	WEBSTER	NY	162604	712289
9	1414		1	0	1	1	3	SPRINGWATER COUNTRY	SPRINGWATER	NY	162604	677924
10	1420		2	0	1	0	3	HEMLOCK GENERAL STOR	HEMLOCK	NY	162604	579516
11	1543		1	1	1	1	4	ONE STOP	DEPEW	NY	162601	667732
12	1545		1	1	0	1	3	ROSSETTIE PHARMACY	CORNING	NY	162605	269718
13	1609		2	1	2	1	6	YELLOW GOOSE	JAMESTOWN	NY	162606	657270
14	2471		2	2	3	2	9	CONVENIENCE CORNER 1	RHINEBECK	NY	162306	770151
15	2472		2	1	1	2	6	CONVENIENCE CORNER	RHINEBECK	NY	162306	525601
16	2953		1	1	3	2	7	MINIT STOP 2	GENEVA	NY	162605	664262
17	3777		0	0	1	0	1	CFM #33-034	PENDLETON	NY	162601	764481
18	315		1	1	1	1	4	BILICIC COUNTRY MALL	GENEVA	OH	173305	333775
19	2173		1	1	2	1	5	QUICK CHECK FOODS	SHREVE	OH	172907	797051
20	2174		1	1	1	1	4	QUICK CHECK FOODS	KILLBUCK	OH	172907	797041
21	6759		9	5	11	3	28	LITTLE MAC'S	WARREN	OH	173002	220177
22	6908		7	2	7	2	18	LITTLE MAC'S	NILES	OH	173002	637080
23	6909		5	7	10	4	26	LIT'L MAC'S	WARREN	OH	173002	422910
24	429		2	2	3	3	10	WARRENSVILLE MARKET	WILLIAMSPORT	PA	173804	535334

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TRIPIFOODS / AUGUST SALEM .30¢ TEAR TAPE PROMOTION #800438

RETAIL DISTRIBUTION DATE: AUGUST 10, 1998

#/ Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYL M85	M100	LT M85	LT M100	TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR#
25	644		2	2	2	2	8	NEWTON'S	SHINGLEHOUSE	PA	162607	398286
26	646		1	1	2	1	5	BOYDS CORNER STORE	COUDERSPORT	PA	162607	398296
27	793		2	2	5	2	11	SWISHERS QUICK STOP	HUGHESVILLE	PA	162208	182792
28	1884		8	5	17	6	36	RT. 663 SERVICE CNTR	QUAKERTOWN	PA	133208	216790
29	2501		0	2	2	2	6	WAY 2 GO	ERIE	PA	173001	20329
30	2682		2	0	6	0	8	DOCS DELILICIOUS	CLARKS SUMMIT	PA	162204	507050
31	6912		0	0	1	0	1	FAMILY MART	BUCKHANNON	WV	173205	278147
		Total	69	50	96	51	266					
1	277	0362-0101	3	1	3	2	9	GREEN HILLS SUNOCO	READING	PA	173807	419715
		0362-0101	3	1	3	2	9					
1	6754	1234-0000	2	2	3	2	9	FARM FRESH 77	RENO	OH	172901	851571
2	6751	1234-0000	1	3	1	1	6	FARM FRESH #47	WILLIAMSTOWN	WV	172901	344972
3	6752	1234-0000	3	3	3	2	11	FARM FRESH #4	BELMONT	WV	172901	345079
4	6755	1234-0000	2	2	1	1	6	FARM FRESH #66	SAINT MARYS	WV	172901	345082
		1234-0000	8	10	8	6	32					
1	4112	1866-0000	1	1	1	1	4	SHIPLEY STORE #12	READING	PA	173807	783086
2	4113	1866-0000	1	1	1	1	4	SHIPLEY STORE #13	YORK	PA	173802	783089
3		1866-0000	1	1	1	1	4	CLEARVIEW MOBIL #5	HANOVER	PA	132201	776194
		1866-0000	3	3	3	3	12					
1	1361	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #4	LAKEWOOD	NY	162606	696831
2	1362	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #1	FALCONER	NY	162606	398505
3	1363	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #3	WESTFIELD	NY	162606	398532
4	1364	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #7	FREDONIA	NY	162606	666103
5	1365	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #5	LAKEWOOD	NY	162606	765328

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TRIPIFOODS / AUGUST SALEM .30¢ TEAR TAPE PROMOTION #800438

RETAIL DISTRIBUTION DATE: AUGUST 10, 1998

#/ Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYL M85	M100	LT M85	LT M100	TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR#
6	1366	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #6	JAMESTOWN	NY	162606	765448
7	1367	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #2	RANDOLPH	NY	162606	40905
8	1368	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY #8	MAYVILLE	NY	162606	267020
9	1370	1887-0000	1	1	1	1	4	LAKE COUNTY DAIRY 10	JAMESTOWN	NY	162606	737860
		1887-0000	9	9	9	9	36					
1	4255	1892-0000	4	3	4	5	16	BORON OIL	JAMESTOWN	NY	162606	129007
2	4252	1892-0000	2	2	3	2	9	BP HOLIDAY MART #52	NORTH WARREN	PA	162607	528721
3	4254	1892-0000	3	3	3	3	12	BP HOLIDAY MART	YOUNGSVILLE	PA	162607	340667
4	4275	1892-0000	3	3	6	5	17	LAKEWOOD SHELL #3	ERIE	PA	173001	525493
5	4278	1892-0000	3	2	3	4	12	FUEL STOP SHELL #1	ERIE	PA	173001	540944
6	4280	1892-0000	5	4	6	6	21	HOLIDAY MART	ERIE	PA	173001	596643
7	4290	1892-0000	3	3	4	4	14	STATELINE BP #90	NORTH EAST	PA	173001	699667
8	4291	1892-0000	4	2	5	4	15	PEACH STREET SHELL	ERIE	PA	173001	674464
9	6520	1892-0000	2	2	3	3	10	BP HOLIDAY MART #97	WARREN	PA	162607	774483
		1892-0000	29	24	37	36	126					
1	608	1895-0000	1	1	1	1	4	BILLS DELI	NEWFANE	NY	162601	764783
2	719	1895-0000	1	1	1	1	4	KENYON VARIETY #719	LOCKPORT	NY	162601	306829
3	720	1895-0000	1	1	1	1	4	KENYON VARIETY #720	LOCKPORT	NY	162601	396611
4	721	1895-0000	1	1	1	1	4	KENYON VARIETY #721	LOCKPORT	NY	162601	765354
5	724	1895-0000	1	1	1	1	4	KENYON #724/FASTOP	LOCKPORT	NY	162601	500221
6	732	1895-0000	1	1	1	1	4	KENYON VARIETY #732	WILLIAMSVILLE	NY	162602	764963
7	735	1895-0000	1	1	1	1	4	KENYON VARIETY #735	AMHERST	NY	162602	658777
		1895-0000	7	7	7	7	28					
1	4491	3173-0000	1	0	5	1	7	POCO MART	ATHENS	PA	162204	696047

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TRIPIFOODS / AUGUST SALEM .30¢ TEAR TAPE PROMOTION #800438

RETAIL DISTRIBUTION DATE: AUGUST 10, 1998

# Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYL M85	M100	LT M85	LT M100	TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR#
2	4492	3173-0000	0	0	6	2	8	POCO MART	SAYRE	PA	162204	777497
3	4495	3173-0000	1	0	3	0	4	POCO MART	ATHENS	PA	162204	777495
		3173-0000	2	0	14	3	19					
1	3602	3459-0000	1	1	2	2	6	MID VALLEY OIL	BINGHAMTON	NY	162204	720142
2	3603	3459-0000	1	1	1	1	4	MID VALLEY OIL	GREENE	NY	162205	720124
3	3604	3459-0000	1	1	1	1	4	MID VALLEY OIL	NEWARK VALLEY	NY	162605	720132
4	3605	3459-0000	1	0	2	1	4	MID VALLEY OIL	CANDOR	NY	162605	720133
5	3606	3459-0000	0	1	2	2	5	MID VALLEY OIL	BINGHAMTON	NY	162204	720140
6	3607	3459-0000	1	3	2	1	7	MID VALLEY OIL	BINGHAMTON	NY	162204	720145
7	3608	3459-0000	1	1	2	1	5	MID VALLEY OIL	BAINBRIDGE	NY	162605	720152
8	3609	3459-0000	0	1	0	2	3	MID VALLEY OIL	WINDSOR	NY	162204	720147
9	3613	3459-0000	2	1	1	1	5	MID VALLEY OIL	BINGHAMTON	NY	162204	720143
10	3616	3459-0000	0	0	2	1	3	MID VALLEY OIL	BINGHAMTON	NY	162204	720141
11	3617	3459-0000	1	1	1	0	3	XTRA MART #1417	EAST CHATHAM	NY	162306	652405
12	3618	3459-0000	1	1	6	4	12	MID VALLEY OIL	BINGHAMTON	NY	162204	720137
13	3621	3459-0000	1	1	1	1	4	MID VALLEY OIL	JOHNSON CITY	NY	162204	720136
14	3625	3459-0000	1	1	1	1	4	MID VALLEY OIL	AFTON	NY	162204	720135
15	3626	3459-0000	1	1	2	1	5	MID VALLEY OIL	VESTAL	NY	162204	720138
16	3627	3459-0000	1	1	4	2	8	MID VALLEY OIL	MARATHON	NY	162205	720134
17	3631	3459-0000	0	2	1	0	3	XTRA MART #1531	BRIDGEWATER	NY	162206	699873
18	3632	3459-0000	1	0	1	1	3	MID VALLEY OIL	DRYDEN	NY	162205	720129
19	3633	3459-0000	1	0	4	2	7	XTRA MART #1433	GHENT	NY	162306	766837
20	3634	3459-0000	1	0	2	0	3	MID VALLEY OIL	FREEVILLE	NY	162605	720128
21	3637	3459-0000	1	0	1	1	3	MID VALLEY OIL	LANSING	NY	162605	720126

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TRIPIFOODS / AUGUST SALEM .30¢ TEAR TAPE PROMOTION #800438

RETAIL DISTRIBUTION DATE: AUGUST 10, 1998

# Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYL M85	M100	LT M85	LT M100	TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR#
22	3638	3459-0000	1	1	1	1	4	MID VALLEY OIL	UNION SPRINGS	NY	162605	720149
23	3639	3459-0000	1	2	5	1	9	MID VALLEY OIL	CAZENOVIA	NY	162205	720148
24	3652	3459-0000	0	0	3	1	4	XTRA MART #1452	NIVERVILLE	NY	162306	561215
25	3655	3459-0000	1	1	2	2	6	BALMVILLE XTRA #1455	NEWBURGH	NY	162307	769488
26	3660	3459-0000	1	1	1	1	4	CHAPEL HILL EX #1460	HIGHLAND	NY	162307	516248
27	3672	3459-0000	1	1	1	1	4	X-TRA MART #1625	NORTH SYRACUSE	NY	162202	777302
28	3673	3459-0000	1	1	1	1	4	X-TRA MART	ROME	NY	162206	776236
29	3682	3459-0000	1	1	1	1	4	RED HOOK #1482	RED HOOK	NY	162306	649143
30	3686	3459-0000	0	0	1	0	1	MID VALLEY OIL	OWEGO	NY	162204	720144
31	3689	3459-0000	1	0	1	1	3	XTRA MART #1471	LITTLE FALLS	NY	162206	590831
32	3623	3459-0000	1	1	3	2	7	XTRA MART #1723	PALMYRA	PA	173803	776251
33	3635	3459-0000	1	0	2	0	3	SAYRE X-TRA MART	SAYRE	PA	162204	734182
34	3636	3459-0000	2	1	1	1	5	HILLTOP XTRA MART	MILFORD	PA	162210	734181
35	3695	3459-0000	1	5	3	4	13	CITGO XTRAMART #1795	DUNCANNON	PA	173804	545259
		3459-0000	31	33	65	43	172					
1	354	4141-0000	1	1	1	1	4	K & K FOODMART	HOLLEY	NY	162602	765462
2	547	4141-0000	1	1	1	1	4	K & K FOODMART	CLARKSON	NY	162602	33295
3	715	4141-0000	1	1	1	1	4	K & K FOODMART	HILTON	NY	162602	763471
4	716	4141-0000	1	1	1	1	4	K & K FOODMART	BROCKPORT	NY	162602	128447
5	1382	4141-0000	1	1	1	1	4	K & K FOOD MART	MENDON	NY	162605	779164
6	1384	4141-0000	1	1	1	1	4	K&K FOOD MART	MEDINA	NY	162602	707857
7	1385	4141-0000	1	1	1	1	4	K&K FOOD MART	ALBION	NY	162602	663648
8	1386	4141-0000	1	1	1	1	4	K & K FOOD MART	LOCKPORT	NY	162601	580045
9	1387	4141-0000	1	1	1	1	4	K & K FOODMART	KENDALL	NY	162602	215096

Source: https://www.industrydocuments.ucsf.edu/docs/jkgn0000

TRIPIFOODS / AUGUST SALEM .30¢ TEAR TAPE PROMOTION #800438

RETAIL DISTRIBUTION DATE: AUGUST 10, 1998

#/ Stores	TRIPI #	CHAIN-ID	#/SALEM CARTONS BY STYL M85	M100	LT M85	LT M100	TOTAL #/ CTNS	ACCOUNT NAME	CITY	ST	S/REP	RJR#
10	1388	4141-0000	1	1	1	1	4	K & K FOODMART	CLARENDON	NY	162602	835820
11	1389	4141-0000	1	1	1	1	4	K & K FOODMART	HAMLIN	NY	162602	561016
		4141-0000	11	11	11	11	44					
1	1383 CI	4141-0100	1	1	1	1	4	THE HUMIDOR	BROCKPORT	NY	162602	752927
		4141-0100	1	1	1	1	4					
1	1691	5342-0000	2	2	2	2	8	PETRO USA #1691	WEST SENECA	NY	162603	128610
2	1692	5342-0000	2	2	2	2	8	PETRO USA #1692	WILLIAMSVILLE	NY	162602	765466
3	1693	5342-0000	2	2	2	2	8	PETRO USA #1693	LACKAWANNA	NY	162603	960838
4	1694	5342-0000	2	2	2	2	8	PETRO USA #1694	BUFFALO	NY	162603	975281
5	1695	5342-0000	2	2	2	2	8	PETRO USA #1695	HAMBURG	NY	162603	306769
6	1697	5342-0000	2	2	2	2	8	PETRO USA	KENMORE	NY	162601	671356
7	1704	5342-0000	2	2	2	2	8	PETRO USA	NIAGARA FALLS	NY	162601	675540
		5342-0000	14	14	14	14	56					
1	4202	5468-0000	2	2	2	0	6	RED APPLE KWIK FILL	NEW CASTLE	PA	173004	717481
2	4203	5468-0000	4	3	4	3	14	RED APPLE KWIK FILL	NEW CASTLE	PA	173004	251195
		5468-0000	6	5	6	3	20					
		Grand To	**193**	**168**	**274**	**189**	**824**					

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